

Message Text

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PAGE 01 STATE 279377

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INFO OCT-01 AF-08 ISO-00 EB-07 /016 R

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FM SECSTATE WASHDC

TO AMEMBASSY LAGOS PRIORITY

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E.O. 11652: N/A

TAGS: BENC, NI

SUBJECT: MAJOR PROJECT: PETROCHEMICALS

REF: STATE 245142 AND PREVIOUS

1. MEPD CONTACTED HATFIELD OF B.F. GOODRICH CHEMICALS TO ASCERTAIN RESULTS OF OCTOBER MEETINGS WITH MOI ON PETROCHEMICALS PROJECT. HE FELT THAT PRESENTATION WENT REASONABLY WELL AND WAS ADVISED AFTERWARDS THAT GOODRICH MEETING LASTED MUCH LONGER THAN OTHERS (9:00 A.M. - 2:30 P.M.) DUE TO CONSIDERABLE INTEREST DISPLAYED BY HIGH-LEVEL AUDIENCE IN QUESTION-ANSWER PERIOD. HATFIELD MENTIONED THAT UNUSALLY HIGH NUMBER OF POTENTIAL AGENTS APPROACHED HIM AFTER PRESENTATIONS, WHICH MAY HAVE BEEN GOOD SIGN. HE APOLOGIZED FOR NOT HAVING STOPPED AT EMBASSY AFTER THE MEETINGS, AS HE WAS CALLED HOME ON EMERGENCY.

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PAGE 02 STATE 279377

2. GOODRICH WAS APPARENTLY ONE OF SEVERAL FIRMS

INTERVIEWED IN EARLY OCTOBER, INCLUDING HOECHST (FRG), SHELL (UK), AND MAYBE JAPANESE FIRM AND DIAMOND SHAMROCK.

HATFIELD WAS ADVISED THAT FMG WOULD RREVIEW PROPOSALS OVER NEXT TWO TO THREE WEEKS (THIS PERIOD IS NOW PAST) AND COMPANIES WOULD BE CONTACTED AT THAT TIME. HE HAD IMPRESSION THAT GOODRICH WAS TO BE PLACED ON A SHORT LIST.

3. HATFIELD ALSO EXTENDED INVITATION TO OYEKAN, WHO HAS APPARENTLY BEEN ELEVATED TO A HIGHER POSITION IN MOI, TO COME TO THE U.S. AND VISIT GOODRICH PETRO-CHEMICAL FACILITIES. OYEKAN GAVE IMPRESSION THAT HE WAS PLANNING TO COME TO THE U.S. ANYWAY IN NEAR FUTURE.

4. COMPANY HAS NOT HEARD FROM NIGERIANS SINCE THEN. WE SUGGESTED THAT THIS MAY BE APPROPRIATE TIME FOR EMBASSY TO FOLLOW-UP ON VISIT, BOTH TO SEE IF OYEKAN PLANS TO ACCEPT GOODRICH INVITATION, AND TO DETERMINE WHETHER U.S. PROPOSALS WERE WELL RECEIVED. WOULD BE

HELPFUL IF EMBASSY COULD GET MORE EXPLICIT INFORMATION ON NEXT STEP, WHETHER SHORT LIST IS BEING PREPARED, WHICH FIRMS ARE BEING CONSIDERED, ETC. WE ARE ALSO INTERESTED IN MORE INFO ON DIAMOND SHAMROCK'S POSSIBLE INVOLVEMENT. FYI: WE HAVE NOT CONTACTED DIAMOND SHAMROCK RECENTLY AS COMPANY INFORMED US OVER A YEAR AGO THAT IT WAS NO LONGER PURSUING NIGERIAN PROJECT. KISSINGER

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